



COOL NEWS

The latest from ORAC & our associates



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2020...What A Year!

If you had asked us 6 months ago what 2020 would look like, we would have been completely wrong.

This year has created many challenges for all of us in both our work life and in our personal lives. That being said, these challenges have pushed us all to improve not only within our companies, but also within ourselves.

As we adjust to the new normal, the ORAC team is striving to keep all our provincial and associate members engaged and connected through new platforms, and hopefully we will be able to get together & catch up at one of our incredible events soon!

Until then, we hope that you are all staying safe, healthy, and happy.

See you soon!

The ORAC Team
Follow us on Social Media!
@ORACassociation or @apprenticeHVACR

ORAC 2.0

Creating an online community for our members

The ORAC team has been hard at work creating ways for our members to stay connected online and also improving on existing processes. We are thrilled to be sharing these updates with you throughout this issue of Cool News.

ORAC Events & Social Media

- ORAC's First Virtual AGM
- Online Informational Webinar Series
- Webinar Sponsorship Opportunities
- Online Paperless Event Registration
- Social Media - Stay Connected

Apprenticeship Program

- Online Apprentice Testing
- Online Apprentice Interviews
- Updated Interview Questionnaire & Guide
- Re-branding of the ORAC HVAC/R First Year Apprenticeship Program
- Website upgrades coming shortly!
- Meet Aimee Carpenter, ORAC's new Marketing & Program Coordinator



Aimee Carpenter, Marketing & Program Coordinator (left) & Jessica Shaver, Executive Assistant & Event Planner (right)

Informational Webinar Episodes

Previous Episodes

Episode 01: JTAC Updates with Gino DiFebo

Episode 02: Apprentice Intake Updates with Jim McAughey, Brian Carey, & Aimee Carpenter

Episode 03: Humidity, Health, and the DL Series Solution with Glenn Kilmer & Dr. Taylor

Sponsored by Kilmer Environmental

Upcoming Episodes

Episode 04: Government COVID-19 Incentives: Benefits and Pitfalls - July 9 @ 2pm

Sponsored by Sloan Partnerships LLP

Episode 05: Applications and Controls in the COVID Environment - July 22 @ 10am

Sponsored by Yorkland Controls

Episode 06: New Refrigerants and Energy Efficiency Regulations - August 12 @ 10am

Sponsored by Keeprite Refrigeration

Invitations to the upcoming webinars will be sent out via email closer to the date of the episode. If you would like access to a previous episode recording, please contact the ORAC office.

HVAC Podcast - Now Recording!

Calling all HVAC industry leaders!

Intrigue has hosted a business talk show for the last few years and are moving it to a podcast. This season, we will be focusing on the HVAC Industry and invite you to share your voice! Let us know if someone from your organization would make a great interview. Your company would be featured and the podcast is shared with thousands of social followers and 10,000+ email subscribers.

If you are interested please contact Zoey at Intrigue via zoey@intrigueme.ca or 519 265 4933



ORAC's Virtual AGM

ORAC's Annual General Meeting looked a little different this year...

Our AGM was originally scheduled to be held in a gorgeous banquet room in the lovely Niagara-on-the-Lake. Unfortunately, as we all know, this event had to be cancelled due to COVID-19.

The ORAC team made a prompt transition to hold our AGM online using Zoom. All legal requirements of the AGM were met by using the features integrated within Zoom, and recorded using reporting.

Thank you to everyone who joined in on the meeting and for being a part of the success of our very first virtual AGM!

For future AGMs, we plan on integrating a Zoom streaming option for people who would like to participate in the AGM, but are unable to attend in person.

Kilmer Environmental Turns 33 Years Old



The team at Kilmer Environmental has enjoyed working with the ORAC membership since 1987. Tom Kilmer's goal was to provide unique, engineered HVAC solutions and ongoing technical support second to none. Today Glenn Kilmer and Ed Carney have stayed true to this vision while offering a greater selection of products.

Nortec is now called Condaire (same great company with a new name) We are proud of our 33 year partnership with Condaire humidifiers. Condaire is the world's largest manufacturer of humidifiers, offering a broad range of technologies from Electrode & High Efficiency Gas-Fired Steam to In-Duct & In-Room Adiabatic.



Condaire DL Hybrid Humidifier

AAON rooftop units and water-source heat pumps

AAON builds a beautiful rooftop unit. Every detail exudes quality and durability from the paint finish (2500 hour salt spray rating), to the 2 inch double wall R13 foam panel cabinetry. Take your AAON unit up a notch by adding an Energy Recovery Wheel. Or order the entire unit with variable capacity to match those loads all year long, including modulating compressors, high turndown gas heat, modulating condenser reheat (dehumidification) and VFD-controlled plenum fans.



Indoor Pools

Most of you already know Kilmer as indoor pool dehumidification specialists. We understand that contractors generally don't encounter indoor pool applications very often, but don't let this scare you. Just give us a call and we will visit the project with you to guide you through the complex world of natatorium HVAC.



Glenn & Ed
Kilmer Environmental Inc.



Apprentice Intake Program Updates

The ORAC Apprentice Intake Program has gone through some major upgrades over the last couple of months.

The Apprentice Intake Committee alongside with Aimee Carpenter, ORAC's new Marketing & Program Coordinator, have been busy improving the testing and interview process of the program.



Testing

Both apprentice tests have now been transitioned onto an online secure testing platform. This new platform provides easier and more accessible testing for applicants all over Ontario. It is also a great tool for storing test questions, shuffling questions to create new versions of tests, and monitoring the success rate of applicants over the years.

Online tests are now proctored via Zoom, in which they confirm their identity and perform random room sweeps. The new testing platform prohibits applicants from opening other browsers, taking screen shots, and blocking them from the test in the case of a "suspicious event".

Interviews

In light of COVID-19, apprentice interviews are being conducted over Zoom starting in August of this year.



Our interview questionnaire has been improved upon with the assistance of our friends at Kathbern Management. Kathbern Management was an integral part of helping us to create a brand new interview process that aims for equitable answers by using an interview guide to help score the applicants objectively.

Thank you to everyone who has expressed interest in volunteering for apprentice interviews during the registration for our webinar on Apprentice Intake Updates. If you have not yet informed Aimee that you would like to volunteer for apprentice intake interviews, and you would like to do so, please send Aimee an email. Interviews will be scheduled mid-July to take place in August.

Nice to Meet You!

AIMEE CARPENTER
MARKETING & PROGRAM COORDINATOR
905 670 0010 X 103
aimeec@orac.ca



Enbridge Gas can help you assist your customers to reduce energy and save money.

As an Enbridge Gas Business Partner, the energy experts at Enbridge Gas can provide natural gas savings calculations that demonstrate how energy-efficiency projects can offset upfront costs.

Incentives for Energy Efficiency Projects –

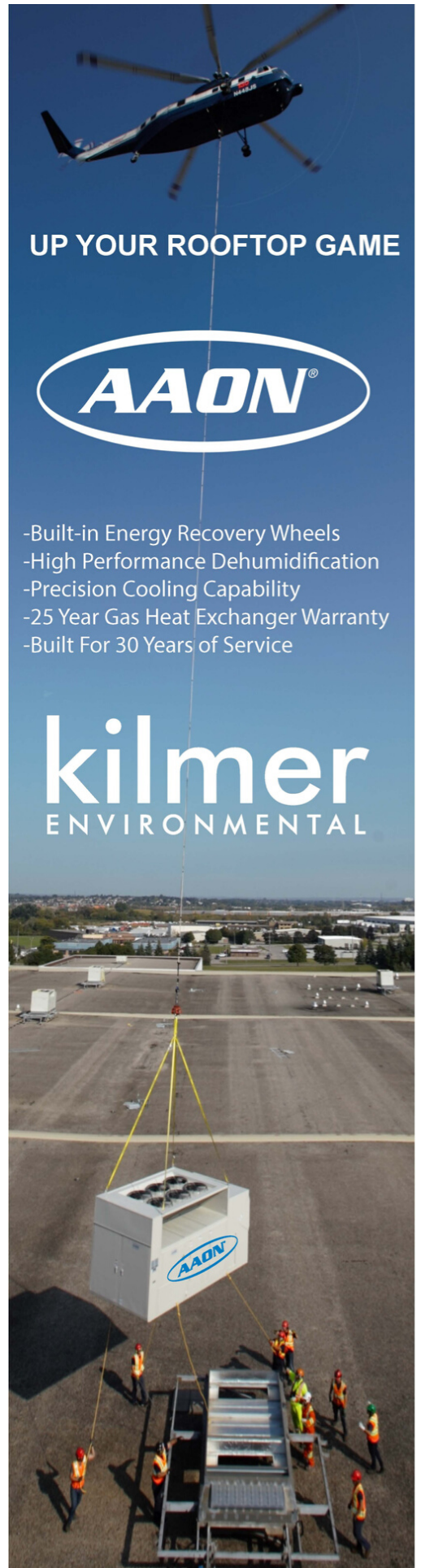
Customers can qualify to receive financial incentives to cover up to 50 per cent of the project cost up to \$100,000/project from Enbridge Gas.

Business Partner Incentives – Business Partners can earn financial incentives from Enbridge Gas to encourage the adoption of energy-efficient projects.

We're here to help – A dedicated Enbridge Gas Energy Advisor will work with you to ensure your customers receive the financial incentives they are eligible for.

To learn about Enbridge Gas incentives, ORAC members can contact Joe Meriano, Advisor, Energy Solutions.

You can reach Joe at 416-882-2639 or via email at joseph.meriano@enbridge.com.



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kilmer
ENVIRONMENTAL

What your financial advisor, lawyer and accountant may not tell you.

by Stan Swartz, CPA, CMA, CFP, CMC

Your tax returns are done and the documents and digital files have all been put away. Summer is here and you don't want to think about your finances or taxes.



But just to keep you a little sleepless and anxious, here is a short list of some financial and tax planning ideas your financial advisor, lawyer and accountant may not have discussed with you. These could help you earn and keep more of your money.

1. Dividends may negatively impact your Old Age Security payments.
2. If you are over 65 and have no pension income, the interest earned on GIC's issued by life insurance companies could provide you with income eligible for the pension income tax credit. And if they have a designated beneficiary they would bypass probate in the event of death.
3. Segregated investment funds (a mutual fund type investment issued by insurance companies) provide many estate planning opportunities including bypassing probate, designating different amounts, and different forms of payouts to your beneficiaries. In addition the values of the investment and the incomes derived can be guaranteed.
4. Business owners should consider an Individual Pension Plan. Contributions to these plans could exceed the maximums allowed for Registered Retirement Savings Plans, create a "super deduction" for corporate income tax purposes, and provide greater retirement income.
5. Withdrawing more than the government legislated minimums from your Registered Retirement Income Fund may significantly reduce the taxes on death.
6. Depending on your income, you may be eligible the Old Age Security Guaranteed Income Supplement. Check out:
<https://www.canada.ca/en/services/benefits/publicpensions/cpp/old-age-security/guaranteed-income-supplement.html>



Stan Swartz, CPA, CMA, CFP, CMC

Commercial Refrigeration Technology Feature: ESP+ by KeepRite Refrigeration

Designed to replace traditional electro-mechanical refrigeration controls typically used on medium and low temperature applications, we introduce to you KeepRite Refrigeration's latest technology innovation - ESP+.

As we continue to create innovative, state-of-the-art designs, we have successfully combined award-winning adaptive technology with an electronic expansion valve bringing this technology invention to life.

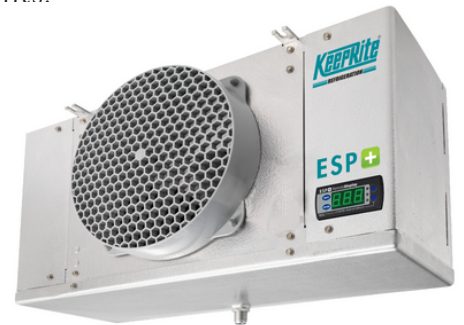


As part of our Smart3 Suite of Systems Savings Solutions, ESP+ helps control many different aspects of the system, including box temperature, superheat, defrost initiation, defrost termination, fan motors and defrost heaters (where applicable). We won't leave out the fact that the user can access operating data directly from the system interface as well.

The Benefits of ESP+

To the end user, KeepRite Refrigeration's ESP+ offers the following benefits:

- Up to 86% fewer defrost cycles
- 15-20% system energy savings
- Remote monitoring and system control
- User friendly interface
- Precise temperature control for prolonged product shelf life
- 32-day history stored locally on the controller
- Remotely view and change system parameters and alarm settings



ESP+ also offers many benefits to contractors including:

- Complete pre-assembled package for quick and simple installation
- Effortless initial start-up
- Improved system diagnostics and service through advanced alarm notification text/email
- Easily troubleshoot issues - including remote monitoring capabilities
- Complete isolation from condensing unit

ESP+ Installation

There's not a whole lot of other technologies out there that are as easy to install as ESP+. Braze two pipes, connect the single point electrical service, mount the suction line temperature sensor and you're good to go.

No interconnecting control wiring between the evaporator and the condensing unit is required. Installing an evaporator utilizing the ESP+ intuitive evaporator control technology could not be any more simple.

For more information about ESP+, be sure to visit k-rp.com/esp/, or check out our instructional videos and FAQs to have all of your questions answered.

Webinar Sponsorship Opportunities

ORAC's webinar series has been a great success so far so we have opened up sponsorship opportunities for our members.

There are 3 options for webinar sponsorship.

The Presenter Package

You have an idea for your own Webinar Topic, that you or someone from your company will host. ORAC will organize and advertise your webinar, with invitations sent out to all ORAC members. Includes a contest ran by ORAC, sponsored by your company, for one of the attendees of the webinar to win.

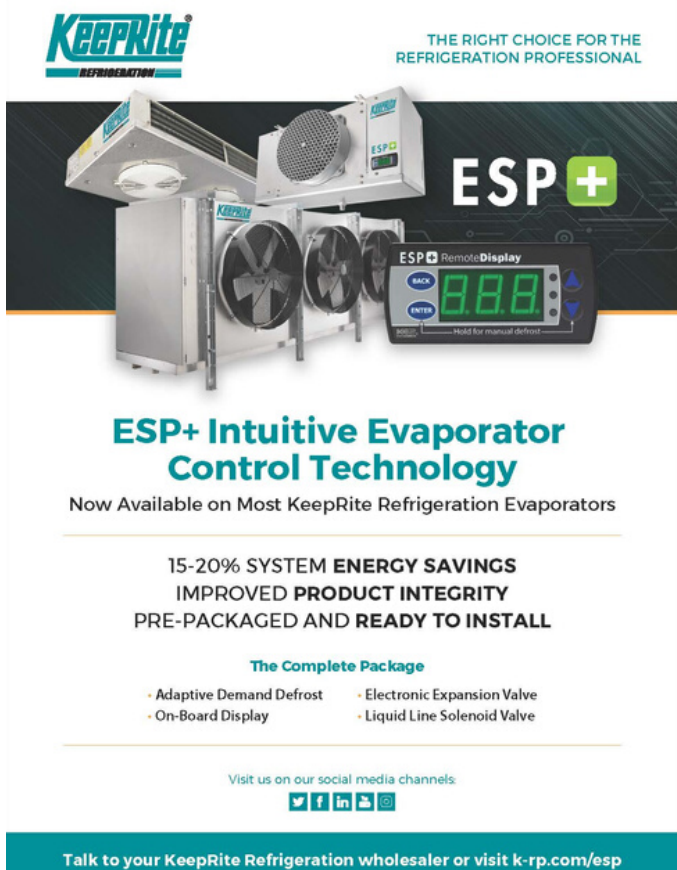
The Gifted Package

You would like to sponsor an upcoming webinar episode to gain exposure for your company, but don't have your own topic. You may sponsor one of our ORAC hosted webinar contests. The contest prize will be on behalf of the sponsoring company, and advertised in all marketing of the episode.

The Invitation Package

You already have your own, company-hosted, webinar coming up, but you would like to extend the invitation to ORAC members. ORAC will put together an email blast that will be sent out including information on your webinar and how to register to attend.

If you are interested in finding out more information & pricing for webinar sponsorships, please reach out to Aimee at aimeec@orac.ca



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VANE AXIAL INDOOR FAN - The first of its kind in the industry for this type of equipment.

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REMOVES UP TO 400% MORE MOISTURE THAN STANDARD SYSTEMS

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VERASYS

Make Verasys Yours

See what's new and how you benefit
 Verasys controls make it easy to configure a vast array of HVAC equipment and controls for light commercial and mid-market applications. Improve comfort, efficiency and operating costs for one building or a nationwide chain. Here's a look at the exciting enhancements of our newest release.



Connect and control more devices

Verasys technology is BACnet®-based and connects seamlessly with other equipment. The latest release now includes support for:

- PENN® AS25 Series electronic walk-in cooler controllers.
- TEC3000 Series full-color smart thermostats, for touchscreen control of rooftop, fan coil and heat pump equipment.
- NS8000 Series Network Sensors — one device for temperature, humidity, CO2 and occupancy sensing.
- No Software to purchase, No Licensing

Factory-mounted VM controls slash installation time and reduce costs through bundling. The Constant Volume, Generic 3D and Lighting controllers can all support more sensors, for improved monitoring. The release also includes new boiler and chiller controller applications.

Improve your view

User interface enhancements offer more ways to customize your system and view:

- Configure a custom logo for the login page and navigation page.
- From Facility view, directly change the system mode to heating, cooling or auto.
- Update the dictionary file without waiting for a new release, and see the most up-to-date property names.
- Use the Enterprise view's expanded trending and reporting capability to achieve energy efficiency and other operating goals across multiple locations.



Get all the Verasys benefits

Increase efficiency and reduce costs through advanced control of HVAC, refrigeration, lighting, energy monitoring, CO2 and humidity. Make one building—or a chain with thousands of buildings—more comfortable and efficient. Make Verasys yours today!

www.verasyscontrols.com
www.yorkland.net

A VIEW TO NEW OPPORTUNITY

COMMERCIAL LEASE Program



Making New Equipment Affordable For Your Clients

Commercial building owners don't always have the capital budget available to tackle much needed equipment replacement projects. A Commercial Lease may be a better alternative to using up capital to upgrade their current equipment. Our program offers convenient monthly payments available on the Enbridge® Gas Bill or pre-authorized payments. The program is flexible, providing multiple terms and can incorporate maintenance plans as part of the monthly payment.

Value Added Financing

- It's about price until you make it about something else! Leave an impression and stand out from your competition
- Offer your clients a company branded payment solution
- Access specialized documents and tools including: credit applications that provide payment estimates, a cost benefit analysis tool, and an on-line credit application that can be linked to your website

Benefits to the Customer

- Payments collected on the Enbridge® Gas Bill or pre-authorized payments (PAP)
- Maintenance can be included as part of the monthly payment
- Multiple term options ranging from 3 to 10 years. No project is too big or too small!
- Commercial Leasing and Financing can overcome capital constraints and make any project possible. Let us show you how the savings can pay for new equipment installations

*Vista is not owned by or affiliated with Enbridge Inc. or Enbridge Gas Distribution.



To Learn More - Visit:
vistaservices.ca
 Admin: 1-877-318-4782

Contact: ROBERT KUH
 Key Commercial Accounts and RNC
rkuh@vistaservices.ca
 T 416.399.8349

WHO WE ARE

HR4U is a virtual Human Resources Advice, Guidance and Consulting service for small-businesses and startups.

HOW WE CAN HELP

- Employee Relations
- Hiring Advice
- Performance Management
- Policies and Procedures
- Payroll
- Training and Development
- Legislation

WHAT WE PROVIDE

- Monthly flat rate subscription
- Unlimited phone and video call support
- Forms, posters and handbook needed to be HR compliant
- 24/7 access to our secure portal to download all HR documents
- All calls answered by fully certified CHRL experienced HR Services professionals



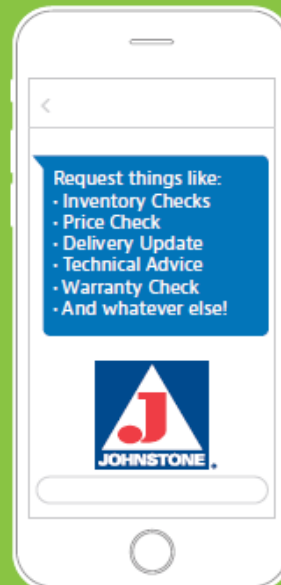
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www.hr4u.work

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 to our branches

PRO TIP: Save time and ensure accuracy by taking a picture of a Model Number and sending it in text.

Send texts to any of our branches:

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ORAC MISSION STATEMENT

The purpose of the association is to represent and serve HVACR contractors in Ontario with programs and services that promote responsible solutions.

GOVERNMENT LIAISON

Legislators and government policy advisors often fail to properly consult key players within an industry to which the legislation could and may have adverse and damaging effects. ORAC recognizes the importance of actively representing the HVAC/R industry in Ontario on matters of direct impact, and participates with other industries in making representation on common concerns. It is important that legislators understand the capabilities of our industry in adjusting to sometimes unrealistic laws and standards, and at the same time, act on legislation that allows less responsible parties to operate and weaken the industry's position. ORAC has formed a standing Technical Safety and Standards Committee (TSSC) to represent its members' interests with the TSSA.